



Agilent OpenLAB Partner Program

UNLOCK THE FULL POTENTIAL OF YOUR BUSINESS WITH AGILENT OPENLAB

The Measure of Confidence



Agilent Technologies

PARTNER WITH AGILENT AND GROW YOUR BUSINESS THROUGH OUR INDUSTRY-LEADING OPENLAB SOFTWARE

The Agilent OpenLAB Partner Program can help grow your business. With the industry's only open platform and a tailored collection of partner benefits, you can easily take full advantage of the OpenLAB software suite to quickly extend your offerings and expand your market presence.

Agilent innovation and unique open platform boost your business

Agilent OpenLAB: Built for today and the future

The convergence of science and business is transforming information management within scientific enterprises. As the tools, techniques, and workflows used by laboratories multiply, the data, data formats, and results needed to enhance decision-making speed and quality are also rapidly expanding.

To address these trends, Agilent Technologies developed OpenLAB—a suite of industry-leading software products for integrating and managing laboratory instruments and information:

- Chromatography Data Systems (EZChrom and ChemStation Edition CDS)
- Electronic Lab Notebook (ELN)
- Content Management (ECM)

The OpenLAB suite is built on an open, adaptable, and scalable architecture. OpenLAB maximizes the value of scientific information throughout its lifecycle and across laboratory and enterprise environments.

OpenLAB adheres to industry standards—such as Microsoft .NET and XML—and uses common software components, to ensure partners can leverage OpenLAB's capabilities well into the future. As new technologies are introduced by Agilent and its partners, they can easily be integrated or layered on top of the existing OpenLAB components.

Augment your product offerings and expand your market presence

Agilent's OpenLAB Partner Program benefits, as well as OpenLAB's open software architecture, make it easy for partners to offer their customers more complete solutions, capabilities, and value. As a result, partners can attract and retain customers more efficiently and cost effectively.

Simplified partnership agreements make participation easy. Partners receive the tools, training, and support they need to be successful in bringing their solutions to market quickly. Agilent works closely with partners so they can leverage our expertise to complement their own offerings.

For partners who wish to layer solutions on top of the OpenLAB suite, the widespread adoption of OpenLAB software offers partners access to numerous prospects—an unsurpassed market opportunity.

OpenLAB
CAPTURE • ANALYZE • SHARE

Program benefits tailored to each type of partner

Agilent's OpenLAB Partner Program features a specific set of benefits designed to fit the needs of our three types of partners:

- Value Added Reseller (VAR)
- Original Equipment Manufacturer (OEM)
- Developer

VAR partners address special market needs and provide added value through the complementary software, support, and services they offer in combination with the Agilent products they sell. Agilent offers VARs competitive discounts on Agilent products and services sold. Furthermore, VARs gain access to Agilent marketing material and programs, training and training material, and sales and order support for quoting special configurations and addressing specific customer situations.

OEM partners add Agilent's OpenLAB software to their products, creating a unique solution they can label, sell, and support as their own. OEMs can add or link to Agilent solutions with unsurpassed ease. Tools and documentation—Agilent's Open Instrument Framework, application programming interfaces (APIs) and Software Development Kits (SDKs)—as well as access to Agilent support, facilitate the creation of linkages and ensure that products combine seamlessly into an integrated solution. As a result, OEMs save considerable time and money bringing these products to market.

Developer partners create and integrate software that expands the capability of OpenLAB to meet specific market needs. Like OEMs, Developers label, sell, and support their own solutions. Like VARs, Developers can access Agilent marketing material and programs, as well as training

and training material. Agilent's Open Instrument Control Framework and SDKs make it easy to integrate an OpenLAB product with a Developers product, lowering costs and accelerating time-to-market. Developers can also access Agilent experts to support their staff's integration of software applications with OpenLAB.

Protect development investments

Because backward compatibility is the cornerstone of OpenLAB, interfaces developed today will work with future OpenLAB releases and protect our partners' investments. This eliminates the need to modify and retest software with each OpenLAB release. In addition, because a single development and code stream can be used for many systems, Developer partners achieve lower R&D and support costs.

CDS • ECM • ELN Agilent OpenLAB Partner Program

	VARs Value Added Reseller	OEMs Original Equipment Manufacturer	Developers
OpenLAB software for development		✓	✓
Software development kits (SDKs)		✓	✓
Access to Agilent development and support experts		✓	✓
Product training	✓		✓
Marketing material	✓		✓
Co-marketing programs	✓		✓
Order support	✓	✓	
Sales support	✓		✓

Key Benefits:

Expand market share • Accelerate time-to-market • Increase customer satisfaction and value

Agilent's OpenLAB Partner Program features a collection of benefits designed to fit the needs of our three partner types.

Work with the industry leader

Agilent maintains the largest installed base in the analytical instrument market. No other company offers an equivalent breadth of advanced instrumentation and software, and no other company has equivalent experience managing and integrating the quantity and range of scientific data produced by these systems. Our worldwide presence and established market success enables our partners to reach customers and markets they never thought possible.

Learn more

www.agilent.com

Contact an Agilent OpenLAB

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Find a local Agilent customer center

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